

1996 EDITORIAL INDEX

ARTICLE

1995 Editorial Index	CB Staff	Feb.	8
1996 Commercial Market Forecast	Mudge, W.	Feb.	39
1996 International Expo Post-Show Product Guide	CB Staff	Mar.	34
1996 Residential Market Forecast	Clevy, W.M.	Jan.	40
1996-97 Facility Mgmt. Controls Reference Guide	Weil, M.	Oct.	51
1996-1997 Guide To High Efficiency Heating	Schwed, R.	Aug.	114
2001: An Energy Management Odyssey	Powell, G.	Oct.	70
48-Hour Wake-Up Call	Guarino, D.	Mar.	6

—A—

A Clear Path To Lofty Goals	Norris/Steward	Sept.	40
A Dream Of Efficiency And Comfort	Schwed, R.	Jan.	Q-40
A New Era In Chiller Maintenance	Doring, G.	May	110
A New Take On An American Classic	Rajecki, R.	Jan.	Q-36
Absorption Chiller Operation/Maint. Techniques	Rector, J.D.	Nov.	72
Add To Your Business Using Public Perf. Contracts	Havel, R.	Apr.	34
Annual Quality Home Comfort Awards	Guarino, D.	Jan.	Q-6
ASHRAE/ARI Exhibitors Guide And Floorplan	CB Staff	Feb.	S-5

—B—

BACnet To The Future	Weil, M.	Nov.	36
Balance It Right By Measuring Temperature	Falke, R.	Nov.	60
Balance It Right: How To Measure Air Pressure	Falke, R.	Sept.	63
Balance It Right: How To Provide Client Comfort	Falke, R.	July	51
Balance It Right: Using An Air Balance Hood	Falke, R.	Aug.	62
Business Opportunities	CB Staff	Aug.	C-17
Business Tools For Today And Tomorrow	CB Staff	May	57
Bus./Serv. Mgmt. & Mktg. Software Selection Guide	CB Staff	May	62
Butch Michel: A Man Of Vision 1937-1996	Hardt, T.	Oct.	30

—C—

Carbon Monoxide: Problem Or Symptom?	Guarino, D.	Feb.	6
Chiller Maintenance: From Art To Science	Monfre, J.	July	103
Come For The Training, Stay For The Rock & Roll	Guarino, D.	Apr.	6
Commercial IAQ Products	CB Staff	Sept.	70
Converging Forces Will Reshape Our Industry	Guarino, D.	Nov.	6

—D-E—

Day On The Job: 2006	Smith, R.	Oct.	79
Design/Build Awards:			
Design/Build - A Solution-Based Partnership	Weil, M.	Dec.	46
Design/Build Awards:			
Going To Bat For Design/Build	Rajecki, R.	Dec.	52
Design/Build Awards:			
Goodbye High Humidity, Hello Energy Savings	Schwed, B.	Dec.	40
Design/Build Awards:			
Long-Term Care, Long-Term Comfort	Weil, M.	Dec.	60
Design/Build Awards:			
Showcasing The Industry's Best	Weil, M.	Dec.	38
Digital Controls And Performance Contracting	Lodato, W.	Mar.	20
Do You Know What Your Customers Really Want?	Guarino, D.	June	6
Don't Just Sell SEER: Sell Comfort	Debien, D.	Aug.	39
Ductless Split Systems	CB Staff	June	105
Ducts Need Service Too	Locke, T.	Mar.	90
Engineering/Estim. Software Selection Guide	CB Staff	May	84
Ensure Compliance Through Ventilation	Int-Hout	June	92
Entertaining In Comfort & Classic Style	Weil, M.	Jan.	Q-50
Extended Warranties: Take Another Look	Castronovo, J.	Aug.	6

—F-G—

Fan Convectors: Solutions For Tight Spaces	Rohr, R.	June	45
Find Your Break Even Point	Taylor, D.	May	46
Fire Up High-Efficiency Furnace Sales, Part 1	Greer, C.	Aug.	102
Fire Up High-Efficiency Furnace Sales, Part 2	Greer, C.	Sept.	37

ARTICLE

Forced Air Vs. Wet Heat? A Phony Controversy	Guarino, D.	Sept.	6
From Novelty To Necessity	Dillard, W.	May	73
From SEER To Humidity	Guarino, D.	July	6
Furnace Start-Up: Check The Temperature Rise	Bradford, S.	Aug.	106
Gas Cooling Product Review	CB Staff	Nov.	84
Geothermal Loops: Part Of Your Profit Equation?	Housh, M.	Sept.	104
Geothermal Opportunities Heat Up	Housh, M.	Mar.	24
Go For The Gold: Hire And Train The Best	Ball, L.	Mar.	78
Going Diagnostic	Johnson, B.	July	60

—H—

Healthy Building Syndrome	Sweet, R.	July	84
High Tech Comes To Power Tools	Wells, T.	Nov.	100
High-Efficiency Gas Furnace Service	Jameson, H.	Aug.	108
Home Comfort Needs Analysis	CB Staff	Jan.	Q-54
Hot Gas Defrost In Commercial Refrigeration	Maxson, S.	July	90
HVAC Comfortech '96 Exhibitors	CB Staff	Aug.	C-18
HVAC Comfortech '96: Show At-A-Glance	CB Staff	Aug.	C-20
HVAC Comfortech '96: Show Schedule	CB Staff	Aug.	C-8
HVAC Comfortech '96: Welcome To The Show	Guarino, D.	Aug.	C-2
Hydronics Products	CB Staff	June	56

—I-J—

IAQ Benefits Of Moisture Control	Lstiburek, J.	Nov.	95
IAQ Pitfalls In Occupied Bldgs. Under Construction	La, T.	Sept.	53
Ice Machine Compressor Diagnostics	Moore, D.	June	100
Ice Machine Service Fundamentals	Moore, D.	Oct.	84
Increase Your Sales Using Newsletters	Goldstein, R.	Nov.	40
Innovations '96	CB Staff	Feb.	15
Inter-City Products: Regroup And Recharge!	Guarino, D.	Mar.	75
Interviewing: The Critical Step In Staffing Your Bus.	Hart, T.	Dec.	70
Is It Time To Admit That We Didn't Know?	Guarino, D.	Oct.	6
Is Legionnaires' Disease A Real Threat?	Hicks, J.	Apr.	82
It's Showtime!	Rajecki, R.	Feb.	S-3
Jousting With Tradition:			
Something Old, Something New	Weil, M.	Jan.	Q-44
Just-In-Time Inventory Partnerships	Hardt, T.	Nov.	110

—K-M—

Keep Your Cool During The Heating Season	Katz, G.	Aug.	93
Keys To Successful Air Movement:			
Fan Selection & Placement	Mills, D.	June	87
Living, Learning, And Overcoming	Rajecki, R.	May	48
Maintenance Agreements: Steps To Success	Shuman/Doyle	Nov.	65
Make Maintenance Agreements Work For You	Gassman, C.	Apr.	58
Make Phase-Checking A Start-Up Habit	Stirnemann, D.	Dec.	72
Make Safety A Profit Center	Gauger, M.	June	22
Meet The Runners Up	CB Staff	Jan.	Q-10

—N-P—

Next Generation Information Mgmt. Systems	Sikes, S.	May	60
Niche Markets: Customer Education Is The Key	Weinberg, T.	July	57
"No Bad Jobs" Is Key To Design/Build	Guarino, D.	Dec.	6
Now Is The Time For Total Building Systems	Summa, J.	Oct.	67
Owens Services Corp: Built To Last	Weil, M.	Feb.	50
Packaged Rooftop Review	CB Staff	Feb.	123
Perform A Rectangular Duct Airflow Traverse	Falke, R.	Apr.	74
Perform Your Own Market Analysis	Kardux, D.	Apr.	42
Performance Contracting: Risks And Rewards	Rodgers, R.	Nov.	32
Performance Service: They Buy Price,			
Let's Teach Them Otherwise	Walton, T.	Apr.	52
Pinpointing Refrigerant Leaks	Wander, J.	Nov.	106
Plate Heat Exchangers:			
A New 60-Year-Old Technology	Marinich, V.	Mar.	82

1996 EDITORIAL INDEX

ARTICLE

1995 Editorial Index	CB Staff	Feb.	8
1996 Commercial Market Forecast	Mudge, W.	Feb.	39
1996 International Expo Post-Show Product Guide	CB Staff	Mar.	34
1996 Residential Market Forecast	Clevy, W.M.	Jan.	40
1996-97 Facility Mgmt. Controls Reference Guide	Weil, M.	Oct.	51
1996-1997 Guide To High Efficiency Heating	Schwed, R.	Aug.	114
2001: An Energy Management Odyssey	Powell, G.	Oct.	70
48-Hour Wake-Up Call	Guarino, D.	Mar.	6

—A—

A Clear Path To Lofty Goals	Norris/Steward	Sept.	40
A Dream Of Efficiency And Comfort	Schwed, R.	Jan.	Q-40
A New Era In Chiller Maintenance	Doring, G.	May	110
A New Take On An American Classic	Rajecki, R.	Jan.	Q-36
Absorption Chiller Operation/Maint. Techniques	Rector, J.D.	Nov.	72
Add To Your Business Using Public Perf. Contracts	Havel, R.	Apr.	34
Annual Quality Home Comfort Awards	Guarino, D.	Jan.	Q-6
ASHRAE/ARI Exhibitors Guide And Floorplan	CB Staff	Feb.	S-5

—B—

BACnet To The Future	Weil, M.	Nov.	36
Balance It Right By Measuring Temperature	Falke, R.	Nov.	60
Balance It Right: How To Measure Air Pressure	Falke, R.	Sept.	63
Balance It Right: How To Provide Client Comfort	Falke, R.	July	51
Balance It Right: Using An Air Balance Hood	Falke, R.	Aug.	62
Business Opportunities	CB Staff	Aug.	C-17
Business Tools For Today And Tomorrow	CB Staff	May	57
Bus./Serv. Mgmt. & Mktg. Software Selection Guide	CB Staff	May	62
Butch Michel: A Man Of Vision 1937-1996	Hardt, T.	Oct.	30

—C—

Carbon Monoxide: Problem Or Symptom?	Guarino, D.	Feb.	6
Chiller Maintenance: From Art To Science	Monfre, J.	July	103
Come For The Training, Stay For The Rock & Roll	Guarino, D.	Apr.	6
Commercial IAQ Products	CB Staff	Sept.	70
Converging Forces Will Reshape Our Industry	Guarino, D.	Nov.	6

—D-E—

Day On The Job: 2006	Smith, R.	Oct.	79
Design/Build Awards:			
Design/Build - A Solution-Based Partnership	Weil, M.	Dec.	46
Design/Build Awards:			
Going To Bat For Design/Build	Rajecki, R.	Dec.	52
Design/Build Awards:			
Goodbye High Humidity, Hello Energy Savings	Schwed, B.	Dec.	40
Design/Build Awards:			
Long-Term Care, Long-Term Comfort	Weil, M.	Dec.	60
Design/Build Awards:			
Showcasing The Industry's Best	Weil, M.	Dec.	38
Digital Controls And Performance Contracting	Lodato, W.	Mar.	20
Do You Know What Your Customers Really Want?	Guarino, D.	June	6
Don't Just Sell SEER: Sell Comfort	Debien, D.	Aug.	39
Ductless Split Systems	CB Staff	June	105
Ducts Need Service Too	Locke, T.	Mar.	90
Engineering/Estim. Software Selection Guide	CB Staff	May	84
Ensure Compliance Through Ventilation	Int-Hout	June	92
Entertaining In Comfort & Classic Style	Weil, M.	Jan.	Q-50
Extended Warranties: Take Another Look	Castronovo, J.	Aug.	6

—F-G—

Fan Convectors: Solutions For Tight Spaces	Rohr, R.	June	45
Find Your Break Even Point	Taylor, D.	May	46
Fire Up High-Efficiency Furnace Sales, Part 1	Greer, C.	Aug.	102
Fire Up High-Efficiency Furnace Sales, Part 2	Greer, C.	Sept.	37

ARTICLE

Forced Air Vs. Wet Heat? A Phony Controversy	Guarino, D.	Sept.	6
From Novelty To Necessity	Dillard, W.	May	73
From SEER To Humidity	Guarino, D.	July	6
Furnace Start-Up: Check The Temperature Rise	Bradford, S.	Aug.	106
Gas Cooling Product Review	CB Staff	Nov.	84
Geothermal Loops: Part Of Your Profit Equation?	Housh, M.	Sept.	104
Geothermal Opportunities Heat Up	Housh, M.	Mar.	24
Go For The Gold: Hire And Train The Best	Ball, L.	Mar.	78
Going Diagnostic	Johnson, B.	July	60

—H—

Healthy Building Syndrome	Sweet, R.	July	84
High Tech Comes To Power Tools	Wells, T.	Nov.	100
High-Efficiency Gas Furnace Service	Jameson, H.	Aug.	108
Home Comfort Needs Analysis	CB Staff	Jan.	Q-54
Hot Gas Defrost In Commercial Refrigeration	Maxson, S.	July	90
HVAC Comfortech '96 Exhibitors	CB Staff	Aug.	C-18
HVAC Comfortech '96: Show At-A-Glance	CB Staff	Aug.	C-20
HVAC Comfortech '96: Show Schedule	CB Staff	Aug.	C-8
HVAC Comfortech '96: Welcome To The Show	Guarino, D.	Aug.	C-2
Hydronics Products	CB Staff	June	56

—I-J—

IAQ Benefits Of Moisture Control	Lstiburek, J.	Nov.	95
IAQ Pitfalls In Occupied Bldgs. Under Construction	La, T.	Sept.	53
Ice Machine Compressor Diagnostics	Moore, D.	June	100
Ice Machine Service Fundamentals	Moore, D.	Oct.	84
Increase Your Sales Using Newsletters	Goldstein, R.	Nov.	40
Innovations '96	CB Staff	Feb.	15
Inter-City Products: Regroup And Recharge!	Guarino, D.	Mar.	75
Interviewing: The Critical Step In Staffing Your Bus.	Hart, T.	Dec.	70
Is It Time To Admit That We Didn't Know?	Guarino, D.	Oct.	6
Is Legionnaires' Disease A Real Threat?	Hicks, J.	Apr.	82
It's Showtime!	Rajecki, R.	Feb.	S-3
Jousting With Tradition:			
Something Old, Something New	Weil, M.	Jan.	Q-44
Just-In-Time Inventory Partnerships	Hardt, T.	Nov.	110

—K-M—

Keep Your Cool During The Heating Season	Katz, G.	Aug.	93
Keys To Successful Air Movement:			
Fan Selection & Placement	Mills, D.	June	87
Living, Learning, And Overcoming	Rajecki, R.	May	48
Maintenance Agreements: Steps To Success	Shuman/Doyle	Nov.	65
Make Maintenance Agreements Work For You	Gassman, C.	Apr.	58
Make Phase-Checking A Start-Up Habit	Stirnemann, D.	Dec.	72
Make Safety A Profit Center	Gauger, M.	June	22
Meet The Runners Up	CB Staff	Jan.	Q-10

—N-P—

Next Generation Information Mgmt. Systems	Sikes, S.	May	60
Niche Markets: Customer Education Is The Key	Weinberg, T.	July	57
"No Bad Jobs" Is Key To Design/Build	Guarino, D.	Dec.	6
Now Is The Time For Total Building Systems	Summa, J.	Oct.	67
Owens Services Corp: Built To Last	Weil, M.	Feb.	50
Packaged Rooftop Review	CB Staff	Feb.	123
Perform A Rectangular Duct Airflow Traverse	Falke, R.	Apr.	74
Perform Your Own Market Analysis	Kardux, D.	Apr.	42
Performance Contracting: Risks And Rewards	Rodgers, R.	Nov.	32
Performance Service: They Buy Price,			
Let's Teach Them Otherwise	Walton, T.	Apr.	52
Pinpointing Refrigerant Leaks	Wander, J.	Nov.	106
Plate Heat Exchangers:			
A New 60-Year-Old Technology	Marinich, V.	Mar.	82

1996 EDITORIAL INDEX

ARTICLE	AUTHOR	MO	PG
Problem Solving In Radiant Panel Systems	Cole, C.	June	50
Protect Your Cash Flow	Smith, G.	May	53
Pulley Adjustment For Precise Airflow	Falke, R.	Feb.	119
Push The Right Buttons For Growth	Skillman, G.	Feb.	77
Put Your Best Foot Forward	Guarino, D.	May	90

—Q—

QHCA Sponsors	CB Staff	Jan	3
Quality Work: Help Your Customers Recognize It	Gardner, M.	Feb.	81
Quick Tips To Boost Your Business	Schwed, R.	Aug.	49
Quick Tips To Boost Your Business	Schwed, R.	June	27

—R—

Radiant Floor Design: Easier Than You Think	Ritter, T.	Sept.	94
Recovery/Reclaim Report	Schwed, R.	Feb.	42
Reduce Tool & Equipment Costs	Patterson, W.	Sept.	101
Refrigerant Management Products	CB Staff	May	113
Refrigerant Record Keeping Requirements	Gabrilson, T.	May	40
Residential Comfort Products	CB Staff	July	64
Residential High-Efficiency Air Conditioning	CB Staff	Apr.	86
Retiring In The Comfort Zone	Rajecki, R.	Jan.	Q-30

—S—

Self Diagnostics: Check Your Company's Vital Signs	Taylor, D.	Apr.	47
Self Diagnostics: Part 2	Taylor, D.	June	37
Seminar Speakers	CB Staff	Aug.	C-3
Service Training: The Key To Keeping People	Benson, C.	Sept.	45
Special Bonus: Software Database	CB Staff	May	88
Stop Condenser Short Cycling	Richter, I.	Sept.	108
Structure Winning Service Agreements	Volpone, D.	Apr.	65
Succession: Empowering The Next Generation	Hardt, T.	Feb.	72

—T—

Tactics For Increasing Output	Harshaw, R.	Aug.	54
Take Control Of Worker's Compensation Costs	Smerz, N.	Sept.	32
Teaming Up For Customer Satisfaction	Robertson, T.	Dec.	32
The 10 Keys To Residential Duct Sealing	Reid, B.	Jan.	111
The Ins And Outs Of Performance Contracting	Wiegmann, G.	Sept.	46
The Sound & The Fury: Refurbishing A Relic	Weil, M.	Jan.	Q-26
Three's Company	Schwed, R.	Jan.	44
True Comfort The Second Time Around	Schwed, R.	Jan.	Q-12
Try CO ₂ In HVACR Service	Weiser, R.	Apr.	70

—U-V—

Unique Solutions For A Unique Home	Rajecki, R.	Jan.	Q-20
Use Throughput To Measure Success, Part 1	Harshaw, R.	July	39
Ventilation Solutions To ASHRAE 62 Challenges	Hallstrom, A.	May	102
Vision And Mission: Keys To The Future	Friedman	Jan.	6
Voting Card	CB Staff	Feb.	5-17

—W—

Welcome To Contracting Business Interactive	Weil, M.	Oct.	36
What Is Energy Systems Integration?	Smerz, N.	June	32
What Your Customers Want	Upton, G.	Oct.	40
Wouldn't It Be Great If ...	Kimmons, J.	Oct.	33

—Y-Z—

You Can Sell Radiant Comfort	Barba, J.	June	40
You Have The Right To Recycle	Guarino, D.	May	6
Your Technicians Can Sell Replacements, Part 1	Greer, C.	Nov.	53
Your Technicians Can Sell Replacements, Part 2	Greer, C.	Dec.	66
Zen Marketing: A Balanced Strategy	Owens, P.E., J.	July	44

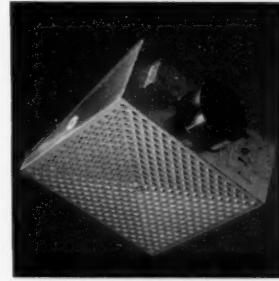
As voted by readers of

HPAC
Heating, Piping & Air Conditioning

Contracting Business

INNOVATIONS '96 AWARD WINNER

presented to
Warren Technology
for the most
innovative product.



Leopard Intellivent®
Personal VAV Diffuser

The Leopard Intellivent® is a personal VAV diffuser that offers each building occupant the ability to control the temperature in his or her individual office or space. The thermostat, logic board, and VAV mechanism are built into the diffuser as a self-contained unit. The Intellivent unit constantly monitors and maintains desired room temperature within 1/4 degree. This unique energy-saving product helps eliminate comfort problems associated with overcooling, overheating, and objectionable downdrafts. Intellivents can also be used with any existing BAS system.

Come see Warren's complete line of innovative air distribution products...

- Valid Air® High Performance Diffusers
- Quiet Plus® VAV Terminal Units
- Zebra® Precision Air Valves

For more information, please call
1-800-231-1084

Come see
us at
ASHRAE
Booth
#3735

WARREN TECHNOLOGY
2050 W. 73 St. • P.O. Box 5347 • Hialeah, FL 33014-1347
Telephone: (305) 556-6933 • Facsimile: (305) 557-6157
"Indoor Environmental Solutions"

Come see
us at
ASHRAE
Booth
#3735